



Innovation Locomotion Workshop



EDUCATION

RACE Team

March 19, 2012

Partnering to ensure speed, agility and flawless execution for our customers...

Setting the stage

Appreciation

Mindfulness

Anchoring

- Delusions of success
- What you don't know about decision-making

Radical Appreciation

Disruptive Inquiry

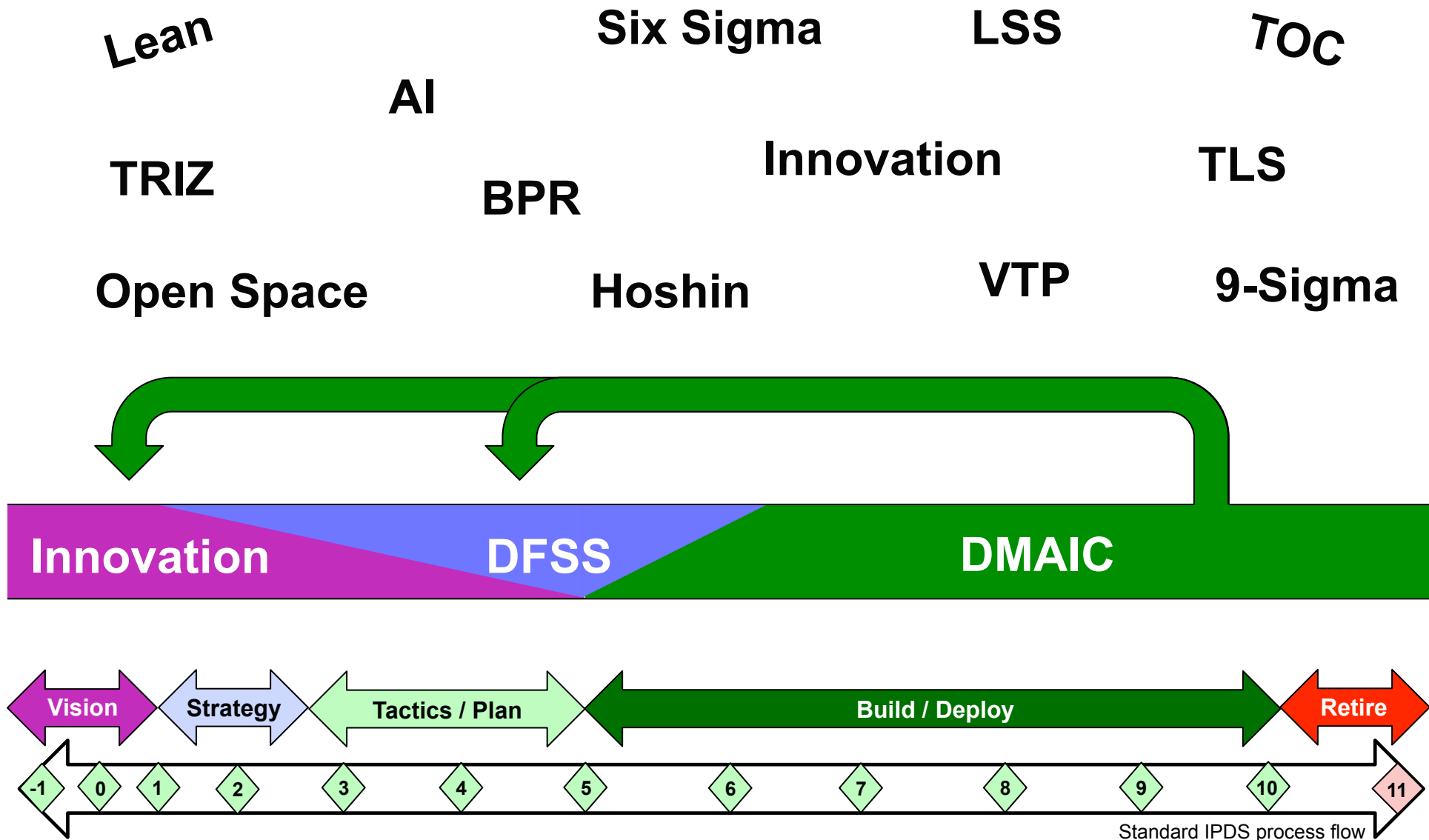
Stability and Barrier



Space Shuttle Columbia



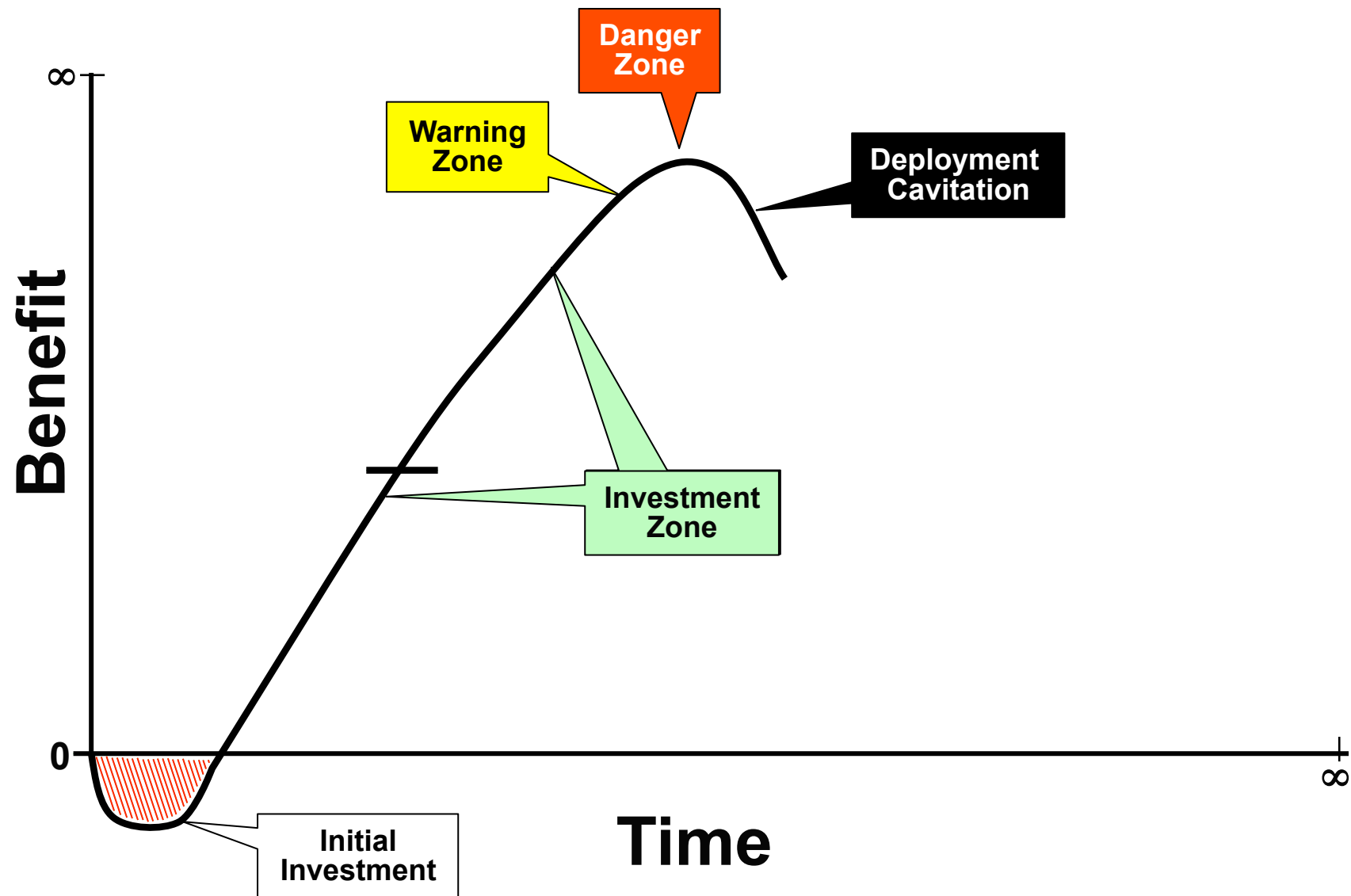
Battle of the methodologies



Columbia's Crew



The Consultant's Paradox



How we know - Measure

Appreciation

Radical Appreciation

Mindfulness

Disruptive Inquiry

Anchoring

Stability and Barrier

$$Y = f(X_{\text{Appreciation}} X_{\text{Mindfulness}} X_{\text{anchoring}} C)$$

SAFE Change

SAFE = Speed, Agility and Flawless Execution



Theme: SAFE Change



Preparing for the win



Test Processes

Business

Innovation resulted in a 40% reduction in projected research and development time

\$125 Million reduction in days sales outstanding; one time savings; implemented in weeks

Transitioned from "That's not possible!" to "How could it be that simple?"

Improving safety and security

Engineering

- Defense
 - Evolution of power & energy for combat vehicles
 - **Evolution of sniper rifles / sniping ***
 - Fuel cells
 - Protection from IEDs
 - Propulsion technology
- Aerospace / Aviation
 - Weapons delivery system
 -
 -
- Automotive
 - Evolution of secure entry
 - Evolution of seating
 - Sealing technologies
- Manufacturing
 - Production bottlenecks
 - Quality / warranty issues
- Construction
 - Secure entry / exit to buildings
 - Concrete production

Defining how systems can and will evolve

Science

- Health
 - DNA diagnostics
 - DNA sequencing
 - Blood diagnostics

Identification of two new classes of fuel cells which ran counter to the belief that all classes had been identified

- **Li-Air batteries ***
- **Thermal to electric**

Over \$100B in ROI

50 year old problem; solution valued at over \$10 Billion

Currently, internal projects at AIA

Lessons Learned

- SAFE Environment for Innovation
- Process Information, Work and Team differently
- Returns were proportional to the dedication placed on the aforementioned items



What YOU can do to help yourselves

Yesterday

- Brief introduction into the science behind innovation and how the brain functions
- Started the appreciative, mindful dialog process
- Captured some items bullets, action and headlines
- Documented and posted the aforementioned information around the room



Today

- **Revisit the summary of ideas reopen dialog**
 - ✓ Placemat summaries
- **Provide additional team feedback**
 - ✓ Stickies provided
 - ✓ Post them on the walls
- **Theme Dot-Voting**
 - ✓ What is important to you/your organization
- **Identify areas you wish to support.**
 - ✓ Email List

